

Message Text

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PAGE 01 MOSCOW 08698 231823Z

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ACTION EUR-12

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UNCLAS MOSCOW 8698

E.O. 11652: N/A

TAGS: BEXP,EIND,EEWT,UR

SUBJECT: MAJOR TRADE OPPORTUNITY: EQUIPMENT FOR IRRIGATION PROJECTS

USDOC FOR BEWT/TDAD/STECHSCHULTE

1. DEPUTY MINISTER OF LAND RECLAMATION AND WATER RESOURCES KHARAL'D T. PETERSON (FORMER COUNSELOR OF SOVIET EMBASSY IN WASHINGTON) HAS APPROACHED COMMERCIAL OFFICE FOR ASSISTANCE IN ORGANIZING VISIT OF HIGH RANKING SOVIET DELEGATION TO UNITED STATES IN CONNECTION WITH POSSIBLE PURCHASE OF EQUIPMENT AND TECHNOLOGY FOR IRRIGATION PROJECTS. ON BASIS OF HIS EARLIER SERVICE IN WASHINGTON, PETERSON HAS PROPOSED PROGRAM FOR DELEGATION. WHICH IS PRESENTED IN PARA 2 BELOW. MEMBERS OF PROPOSED SOVIET DELEGATION ARE LISTED IN PARA 3 BELOW.

ACTION REQUESTED: CAN BEWT/TDAD CONTACT FIRMS WHICH SOVIET DELEGATION WISHES TO VISIT AND DETERMINE WHETHER THEY WOULD BE PREPARED TO RECEIVE SOVIETS ALONG LINES OF SCHEDULE IN PARA 2 BELOW. IN VIEW FACT THAT NONE OF FIRMS LISTED IS APPARENTLY ABLE TO SERVE AS OVERALL ORGANIZER OF THIS VISIT, WOULD IT BE POSSIBLE FOR BEWT/TDAD TO PROVIDE DISCUSSIONS WITH PETERSON, COMMERCIAL OFFICE BELIEVES THAT THIS VISIT CONSTITUTES SIGNIFICANT TRADE OPPORTUNITY PER CRITERIA ESTABLISHED IN A-3218 OF MAY 6, 1975.

2. PROPOSED SCHEDULE FOR SOVIET VISIT IS AS FOLLOWS:

UNCLASSIFIED

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PAGE 02 MOSCOW 08698 231823Z

1ST DAY - TRAVEL TO CHICAGO. VISIT TO IRRIGATION SITE

USING WASTE WATER IN CHICAGO AREA (THIS VISIT IS NOT FULLY AGREED. IT SHOULD BE CONFIRMED WITH THE EPA REP FOR CHICAGO REGION, MR. WALLACE V. ADAMKUS, TELEPHONE: 312-353-5250.).

3RD DAY - TRAVEL TO LINCOLN, NEBRASKA FOR MEETINGS AS NEBRASKA UNIVERSITY WITH DR. FISHBACK. (MR. PETERSON HAS HAD PRELIMINARY DISCUSSIONS WITH DR. FISHBACK.) THE SOVIET DELEGATION WOULD BE INTERESTED IN SEEING AN AUTOMATED SYSTEM FOR SURFACE IRRIGATION.

4TH DAY - TRAVEL TO NORTH PLATTE, NEBRASKA TO VISIT EXPERIMENTAL STATION FOR AUTOMATED SPRINKLER SYSTEM. TRAVEL TO JARRING FOR VISIT TO CORPORATION (WILLIAM R. MICHELS, PRESIDENT, TEL: 308-436-5051.) ALTERNATIVELY DELEGATION COULD VISIT CERES LAND CO., STERLING, COLORADO (FRANK SEKLER, PRESIDENT, TEL: 303-573-9033).

5TH DAY - INSPECT AUTOMATED SPRINKLER SYSTEMS IN STERLING. TRAVEL TO DENVER.

6TH DAY - VISIT THE CENTRAL SCIENTIFIC RESEARCH CENTER OF THE BUREAU OF IRRIGATION IN DENVER.

7TH DAY - TRAVEL TO LOS ANGELES.

8TH DAY - FREE TIME IN LOS ANGELES (VISIT DISNEYLAND).

9TH DAY - TRAVEL TO BAKERSFIELD, CALIFORNIA TO VISIT SUPERIOR FARMING CORPORATION (ROBER I. SCHRAMM, VICE PRESIDENT AND WASHINGTON, D.C. REP, TEL: 833-1978) FOR INSPECTION OF LARGE-SCALE DRIP IRRIGATION OPERATIONS.

10TH DAY - CONTINUE VISIT TO SUPERIOR FARMING.

11TH DAY - TRAVEL TO LOST HILLS, CALIFORNIA FOR INSPECTION OF LARGE SPRINKLER SYSTEM WITH CAL-TRI-MATIC COMPANY (MR. DUDLEY DRAKE, TEL: 805-832-6963).

12TH DAY - TRAVEL TO FRESNO, CALIFORNIA FOR VISITS TO PROJECTS UNDER AUSPICES OF THE BUREAU OF IRRIGATION IN THE CENTRAL VALLEY AREA.

13TH DAY - TRAVEL TO SALINAS AND SAN JOSE, CLAIFORNIA TO VISIT FMC CORP. (MR. WALLER THOMAS, WASHINGTON, D.C. REP, TEL: 293-7900) FOR INSPECTION OF IRRIGATION SYSTEM USED IN VEGETABLE CULTIVATION.

14TH DAY - TAVEL TO SAN FRANCISCO

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 MOSCOW 08698 231823Z

15.TH DAY - TRAVEL TO PASCO, WASHINGTON (HOST FOR VISIT TO WASHINGTON, INCLUDING PASCO AND GRAND COULEE DAM, WOULD BE MR. GORDON HAWKINS, VICE PRESIDENT, R.H. HANSON, SPOKANE, WASHINGTON. TEL: 509-489-5530).

16TH DAY - VISIT IRRIGATION SYSTEMS IN PASCO REGION.

17TH DAY - INSPECT AUTOMATED PUMPING STATION AS GUESTS OF HANSON CO., LOCKWOOD CORP. AND R.M. WADE CO.

18TH DAY - TRAVEL TO GRAND COULEE; VISIT THE HYDROPOWER
STATION AND IRRIGATION PROJECTS IN COLUMBIA
RIVER BASIN. TRAVEL TO SPOKANE.
19TH DAY - TRAVEL TO WASHINGTON, D.C.
20TH DAY - DEPART FOR MOSCOW.

3. PROPOSED SOVIET DELEGATION WOULD CONSIST OF FOLLOWING
PERSONS:

- 1) N.A. GARKUSHA, MINISTER OF LAND RECLAMATION AND WATER RESOURCES
UKRANIAN SSR.
- 2) V.G. LYSENKO, DEPUTY CHIEF, MAIN ADMINISTRATION FOR
MECHANIZATION, MINIST OF LAND RECLAMATION AND WATER RESOURCES
UKRANIAN, SSR.
- 3) YA. BAKSHEYEV, DIRECTOR, UKRANIAN STATE DESIGN RESEARCH-
SCIENTIFIC INSTITUTE FOR IRRIGATION PROJECTS.
- 4) YU. I. GONCHARUK, CHIEF SPECIALIST, MINISTRY OF LAND RECLAMA-
TION AND WATER RESOURCES, UKRANIAN SSR.

5. V.A. AFNAS'YEV, INTERPRETER.

COMMENT: WE UNDERSTAND THAT DEPUTY MINISTER PETERSON
ATTEMPTED TO ARRANGE THIS VISIT UNDER EXISTING EXCHANGES
AGREEMENT COVERING COOPERATION IN IRRIGATION AREA BUT WAS
ADVISED THAT IT WAS TOO "COMMERCIAL" TO BE INCLUDED UNDER
AGREEMENT. PETERSON HAS DONE CONSIDERABLE PRELIMINARY WORK
IN ORGANIZING THIS VISIT, AND COMMERCIAL OFFICE BELIEVES WE
SHOULD FACILITATE IT IN VIEW SUBSTANTIAL SALES PROSPECTS
INVOLVED.
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